International Trade Canada
Commerce international Canada
Canada

CanadExport

Vol. 22, No. 12
July 2, 2004

Renewing a partnership

Canada-EU relations look to the future

Today, in the context of globalization and the new world order, the relationship between Canada and Europe faces both new demands and new opportunities. When the most ambitious enlargement of the European Union (EU) became a reality in May 2004, Europe effectively became the world's second-largest superpower, representing a major share of world trade. It is now time to build new bridges between modern Canada and an expanded Europe.

New worlds of opportunity

Canada is a preferred trade partner for many European countries. As the EU expands, new trade opportunities for Canada in the international community range from technical innovations and creative arts to peacebuilding, environmental stewardship and sustainable development. Canada is committed to cooperating closely with Europe to achieve our common goals in a number of areas, from business and international security to trade and culture.

Canada strongly supports the enlargement of the EU and believes it can only encourage peace, stability and prosperity in our times. Canada's relationship with the EU has been beneficial for both sides, and the future promises even greater connections between Canada and all the EU's member states, particularly in the areas of trade, people-to-people links and global development.

Trade built on a shared vision

Canada's economic and political relationship with the EU is comprehensive and long-standing. In 1976, Canada became the very non-European nation to conclude an economic cooperation agreement with what was then the European Economic Community. Since then, the Canada-EU relationship has been strengthened by a host of other agreements in areas such as education, customs, competition, science and technology, and nuclear matters. Today, the

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Roundtable in San Francisco attracts biotech and venture capital companies

In March 2004, the Canadian Consulate Trade Office in San Francisco-Silicon Valley co-sponsored a biotechnology roundtable.

Entitled "Building and Growing a Successful Biotech Company," the event attracted life sciences executives and venture capital firms that invest in this sector. Two keynote speakers were featured: Paul Hastings, CEO of QLT, one of Canada's largest biotech companies, and Dr. Luke Evnin, a partner at San Francisco-based MPM Capital, the world's largest life-sciences venture capital firm. MPM was the largest venture capital investor in Canada in 2003, with its $32-million investment in NeuroMed Technologies, a biotech company based in Vancouver.

Some 110 life sciences executives from northern California participated. These companies represent the full spectrum of biotech firms in the area, including both large public companies and small and medium-sized privately held firms. Among the larger companies in attendance were Genentech, Chiron, Gilead, Amgen, Affymetrix, Berlex Biosciences and Exelixis.

Among the leading venture capital firms that participated were Versant Ventures, Bay City Capital, Burrill & Company, Thomas Weisel Partners, Draper Fisher Jurvetson, Viant Capital, Archanger Ventures and WI Harper Group, in addition to MPM.

Several Canadian executives flew down to San Francisco to participate. Paul Stinson, Executive Director of BC Biotech, a not-for-profit industry association, delivered an opening address on Canada's investment opportunities. In his keynote speech, Hastings also emphasized the positive investment climate in Canada and discussed what it takes to develop a successful biotech company. Dr. Evnin's presentation addressed some of the opportunities and challenges for the industry and provided an overview of activities in the venture capital sector.

With the biotech market picking up, members had a lot to talk about.

Last year, approximately $4 billion was invested in biotech companies worldwide. This year, the number is expected to exceed $4.75 billion.

The event was co-sponsored by the Harvard Business School Alumni Association of Northern California and consulting firm Manatt, Phelps & Phillips.

For more information, contact Arash Michael Davallou, Life Sciences Business Development, Canadian Consulate Trade Office in San Francisco/Silicon Valley, tel.: (415) 834-3180, ext. 3350, fax: (415) 834-3189, e-mail: arash.davallou@dfait-maeci.gc.ca.

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Circulation: **55,000**
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Web site:
www.dfait-maeci.gc.ca/canadexport

CanadExport is published twice monthly by International Trade Canada's (ITCan) Communications Service Division.

ISSN 0823-3330

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Publication Mail Agreement Number: **40064047**

Return undeliverable Canadian addresses to:
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125 Sussex Drive, Ottawa, ON K1A 0G2
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U.S Bioterrorism Act, Phase III

The **third phase of the Bioterrorism Act (BTA)** *was implemented on June 4, 2004.*

Phase III requires that **Customs and Border Protection and the Food and Drug Administration receive prior notice of all food for humans and animals imported or offered for import into the U.S.** Failure to provide prior notice will result in the merchandise being refused entry. Under the BTA, prior notification of two hours is required for shipments of food products by truck, four hours for shipments by rail and air, and eight hours for shipments by sea.

For more information, go to www.customs.ustreas.gov.

THE CANADIAN TRADE COMMISSIONER SERVICE

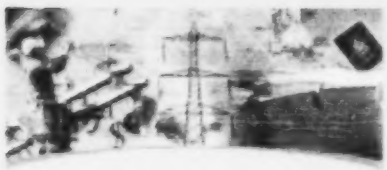
Access our market studies and our network of professionals at

www.infoexport.gc.ca

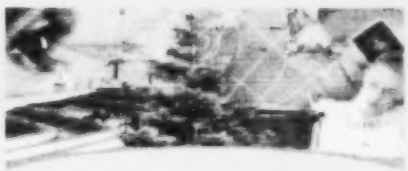
Come and meet your trade commissioners in Canada this fall

Talk business with trade commissioners from abroad when they visit Canada and explore business opportunities in their markets.

With a team of more than 500 trade professionals in 140 cities around the world, the Canadian Trade Commissioner Service has the market expertise you need to succeed in markets abroad. Every year, trade commissioners from around the world return to Canada to follow up with companies like yours and inform them of emerging business opportunities. In the fall of 2004, a number of trade officers from around the world will be attending major trade events that will take place in Canada. Join them at the following events to discuss international business opportunities!



HydroVision 2004
August 16-20, 2004
Montreal, Quebec



Hydrogen and Fuel Cells 2004 - Conference and Trade Show
September 25-28, 2004
Toronto, Ontario

IIDEX/NeoCon Canada 2004
September 30-October 1, 2004
Toronto, Ontario

Trans-Expo 2004 & CUTA Fall Conference
November 6-10, 2004
Montreal, Quebec

CINARS 2004
November 16-20, 2004
Montreal, Quebec

Construct Canada 2004
December 1-3, 2004
Toronto, Ontario

For more information on these events, go to the Trade Commissioner Service Web site at **www.infoexport.gc.ca**.

Published by the Trade Commissioner Service Marketing Division (TCW)

Kazakhstan's offshore industry

Most of Kazakhstan's present oil production comes from onshore reserves in the west. Almost all of the world's largest oil and gas companies have a presence in Atyrau, the country's oil and gas capital. More well-known oil and gas deposits are also located in the area around the city of Aktau on the Mangistau Peninsula on the eastern shore of the Caspian Sea, and around Aksai in the north, close to Russia.

However, the most famous, and probably the largest, is the North Kashagan formation, discovered only a few years ago. With estimated reserves of up to 12 billion barrels, this deposit is believed to be the world's largest offshore discovery in the past 30 years. Interest in this project is amplified by its strategic location in what is known as the East-West Energy Corridor. The North Kashagan field is now being explored by Agip KCO, a subsidiary of ENI S.p.A. of Milan, Italy. An agreement was reached in February 2004 with the Government of Kazakhstan that production, originally planned for 2004, could start in 2008.

Most onshore deposits in Kazakhstan have been in production for a number of years. To increase oil production, the government has introduced a new program to exploit the still-untapped offshore fields in the northern Caspian Sea. The Program for the Development of the Caspian Sea region, announced in June 2003, calls for an increase in annual oil production in three stages, from 40 million tons in 2003 to 150 million tons by 2015. Most of the new production is expected to come from offshore deposits.

At present, Kazakhstan produces about one million barrels a day. Half comes from three large onshore deposits in the west: Tengiz (developed by the international consortium Tengizchevroil, led by ChevronTexaco), Karachaganak (developed by another international consortium led by British Gas), and Uzen (developed by KazMunayGas, the national oil and gas company).

Key contacts

Canadian companies are already successfully operating in Kazakhstan, and current trends indicate that there are opportunities for more. The China National Pretoleum Council and KazMunayGas recently announced construction of a 1000-km pipeline that will link Central Kazakhstan to the Chinese border of Alashankou.

There are also new opportunities for Canadian companies in the environmental sector. The Government of Kazakhstan is keen to ensure the safety and protect the unique north Caspian ecological area. Canadian companies can still find opportunities with North American producers, such as PetroKazakhstan, Nelson Resources, Nations Energy, Aurado Energy and China Energy Ventures.

Arthur Iralin, the business development officer responsible for the oil and gas sector in Kazakhstan, can provide contact information for Canadian companies active in the market, key local parties and large multinational operators.

KIOGE 2004

There will be a Canadian Pavilion at the **Kazakhstan International Oil and Gas Exhibition** (October 5-8, 2004), the largest oil and gas show in Central Asia and the major oil and gas event in Kazakhstan. **For more information**, contact Arthur Iralin, e-mail: arthur.iralin@dfait-maeci.gc.ca.

Virtual Trade Commissioner

When you register as a client of the Canadian Trade Commissioner Service, you will receive personalized Web service involving marketing information and business leads that match your international business interests. It only takes 10 minutes to do at www.infoexport.gc.ca/ie-en/login.jsp.

Alberta companies explore Kazakhstan market

Alberta Economic Development and the Trade Commissioner Service in Almaty, Kazakhstan, together organized an oil and gas trade mission to Kazakhstan from May 17 to 21, 2004. The mission comprised 10 Alberta companies with a wide range of products and services for the sector.

As an introduction to the market, the Canadian Embassy's Trade Section briefed participants on doing business in Kazakhstan. Ambassador Hector Cowan hosted a reception where mission participants met with representatives of Canadian companies already in the area. They also met with over 50 local companies at two networking sessions in Almaty and Atyrau.

The Canadians were formally introduced to the deputy governor of Atyrau province, and met with representatives of Agip KCO, the operating company responsible for developing offshore deposits in the Caspian Sea.

The final leg of the mission brought the group to the capital, Astana, to meet with KazMunayGas, as well as Kazakhstan Contract Agency and Kazakhstan Institute for Oil and Gas. These two agencies are key sources for Canadian companies to find good local contacts.

The Canadian participants were **Flexpipe Systems**, **GeoAnalytic**, **Hycal Energy Research Laboratories**, **Komex**, **Master Flo Valve**, **Precision Drilling**, the **Southern Alberta Institute of Technology**, **SNC-Lavalin**, **Kvaerner Process Systems Canada** and **Toromont Process Systems**.

Canadian Lobster Festival in Paris

*The 11th **Canadian Lobster Festival** was launched on April 27 with the French press in attendance at L'Arbuci, a renowned restaurant in the heart of the Latin Quarter. Over 120 guests, mainly journalists and Canadian and French arts and theatre personalities, joined Claude Laverdure, Canadian Ambassador in Paris, at this gastronomic event. The Head of Mission invited the guests to visit our great country and discover other Canadian specialties.*

Under the leadership of Bernard Leprince, Chef des cuisines of the Frères Blanc restaurants, this year's launch of the Lobster Festival exemplified refinement, creativity and quality. The festival was held from May 17 to June 13 at **L'Arbuci** and the other Frères Blanc establishments, the entrances and tables of which will be adorned from mid-May to the end of the summer with posters, brochures and menus featuring photos of Canada. This is excellent visibility at a very reasonable price, made possible by the well-established festival. This is a superb campaign to market and position Canadian lobster as a high-end product.

From left: Pierre Blanc, co-owner of Frères Blanc; Caroline Blanc, General Manager; Ambassador Laverdure; and Canada's King of the Seas

Over 600 tonnes of live Canadian lobster are shipped to France every year. Last year, over 10,000 lobster dinners were served during the festival.

The Canadian partners working with Frères Blanc restaurants on this large-scale launch were **Fruits & Passion Boutiques Inc.**, **Base Concept Inc.**, Agriculture and Agri-Food Canada, **Air Canada**, the Canadian Tourism Commission and the Canadian Embassy in Paris.

For more information, contact Lucie Tremblay, Counsellor, Commercial Affairs, Canadian Embassy in Paris, tel.: (011-33-1) 44-43-23-70, fax: (011-33-1) 44-43-29-98, e-mail: lucie.tremblay@dfait-maeci.gc.ca.

Canada-EU relations

— *continued from page 1*

relationship between Canada and the EU represents a shared vision in several areas.

Canada's trade relations with the EU are rich and diversified. The EU represents Canada's second-most important trading partner: our annual two-way trade in goods and services is over $78 billion. Canada's direct investment in the EU has grown substantially over the past decade, reaching over $100 billion—just surpassing EU investment in Canada.

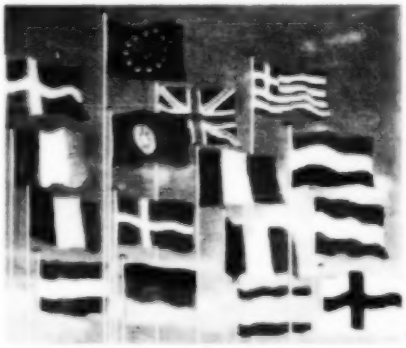
Canada's trade and investment relations with the EU should grow. Both Canada and the EU have a common interest in promoting an open and fair international trading system.

People connections

The connections between our people could grow in many ways. Recognizing the inherent value of people-to-people exchanges, Canada would encourage more educational, cultural and professional opportunities for the exchange of people—leaders and youth in particular—on both sides of the Atlantic.

Common interests

Canada and the EU can continue to cooperate closely whenever possible within the multilateral framework to seek solutions to global problems, whether this involves meeting the targets of the Kyoto Protocol, progressing on initiatives that would make the world a safer place, or addressing our shared interests and concerns in the North.



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By combining the benefits of EU membership with those of an enhanced relationship with Canada—a G7 country representing one of the most successful economies in the world and a natural transatlantic bridge—European countries stand to win by working with Canada on many fronts. Clearly, Canada and the EU have much to share, and their renewed association promises a gainful future.

To read more about Canada and Europe, see issue 22 of **Canada World View**, Foreign Affairs Canada's quarterly foreign policy magazine, on-line at www.dfait-maeci.gc.ca/canada-magazine.

Bell Helicopter sells more airships through CCC

Bell Helicopter Textron and the Canadian Commercial Corporation (CCC) have worked together for over 15 years to facilitate the sale of more than 50 helicopters worldwide, worth almost $500 million. The latest contract was signed on May 4, 2004, in Mirabel, Quebec, where Bell's assembly facility for all its commercial helicopters is located. Jacques St-Laurent, President of Bell Helicopter Textron Canada Ltd., and CCC President Hugh O'Donnell, signed the $31.5 million contract for the delivery of two helicopters.

Roy Macrae, Bell's Director of Canadian International Business, says the company values working with the CCC because of the transparency and profile that go with having the Government of Canada at the table in deals with foreign governments.

When the CCC acts as prime contractor, foreign buyers receive a government-backed guarantee of contract performance. The CCC opens foreign markets for Canadian exports and provides specialized contracting services. Through its government-to-government contracting role, the CCC helps Canadian exporters sell in public-sector markets in more than 30 countries each year.

From left: Jacques St-Laurent, President, Bell Helicopter Textron Canada Limited; Renato Tavares, Director, Special Projects, CCC; Alan Curleigh, Chair of CCC Board; Matti Edwards, CCC Project Manager; Roy Macrae, Director, Canadian International Business, Bell Helicopter Textron Canada Ltd.; and Hugh O'Donnell, CCC President.

Convenient Carnet service comes to Southwestern Ontario

Exporting goods temporarily from Canada just got more convenient, with the addition of an ATA (Admission temporaire/Temporary Admission) Carnet office in Kitchener, Ontario. Next to your passport, an ATA Carnet is the most important document a business traveller can carry: it can help make border crossings easier and more efficient and save time and money.

Often called a "merchandise passport," an ATA Carnet is an internationally recognized trade document that allows companies to import goods temporarily, free of duty and taxes. The ATA Carnet enables exporters and business travellers to take important sales items, such as trade show/exhibition booths, commercial samples and professional equipment, into 59 countries without unnecessary delays.

The benefits of obtaining an ATA Carnet include elimination of paying duties and taxes when entering a country and claiming refunds when leaving. As well, the Carnet holder uses a single document for customs transactions and completes the paperwork before leaving Canada. The traveller avoids hassles with extra costs, language barriers, foreign currencies and forms. The ATA Carnet allows the traveller to make an unlimited number of trips within a one-year period.

The Greater Kitchener-Waterloo Chamber of Commerce office has been authorized by the Canadian Chamber to issue ATA Carnets. Previously, ATA Carnets were issued only in Ottawa, Montreal, Toronto and Vancouver. For more information, contact Kathryn McEwin, tel.: (519) 576-5000, e-mail: carnetkitchener@chamber.ca.

10th World Congress on Anaerobic Digestion 2004

MONTREAL — August 29-September 2, 2004 — The National Research Council of Canada is organizing the **10th World Congress on Anaerobic Digestion (AD10-2004)** under the auspices of the International Water Association.

AD10-2004 will focus on new developments in decontamination, treatment and anaerobic digestion processes to deal with wastewater, contaminated soil and organic solid waste. Special attention will be given to the role of anaerobic digestion in an economy concerned with greenhouse gas

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Oil and gas: Opportunities abound in Chad

Now one of the major oil producers in Africa, Chad is entering a new commercial era. On October 13 and 14, 2004, in N'Djamena, the country will host the ***International Oil & Gas Conference****, the country's first event of this size in this sector.*

During the event, experts from around the world will discuss Africa's many investment opportunities in the oil, gas and finance sectors. Under the auspices of Idriss Déby, President of Chad, the conference will promote the business opportunities, investment conditions and enormous potential of Chad and central Africa in these sectors. Other topics of discussion will be exploration, production, petroleum investments, transportation of petroleum products, new fields being developed, sustainable development in the oil industry and technology transfer.

The event will be attended by current players in the oil sector in Chad, including Chevron, Esso, EnCana, ExxonMobil, Petronas and Texaco. Canadian companies are invited to take advantage of this conference to check out business opportunities in central Africa's oil sector. A Chadian delegation took part in the Global Petroleum Show 2004, held in Calgary in early June.

Beyond the region of Doba, where oil wells have been exploited since July 2003 via a pipeline (approximately 200,000 barrels per day), many other regions of Chad are home to rich oil reserves. The main area of interest is the Sédigui oilfields in the Lake Chad basin, with an estimated 150 million barrels.

The conference is being organized by Chad's Ministry of Petroleum and the ITE Group of London.

For more information, contact Youboussoum Nodjitoloum, Director of Petroleum Studies and Legislation, Ministry of Petroleum, Chad, tel.: (011-235) 52-23-21, fax: (011-235) 52-50-87 / (011-235) 52-25-65, e-mail: youbous2004@yahoo.fr, or Colins Tchanga, Manager (Africa), ITE Group, United Kingdom, tel.: (011-44-207) 596-5148, fax: (011-44-207) 596-5062 / (011-44-207) 596-5105, e-mail: colins.tchanga@ite-exhibitions.com, Web site: www.african-events.com, or contact Honoré Mondomobé, Senior Commercial Officer, Canadian High Commission in Yaoundé, tel.: (011-237) 223-2311, fax: (011-237) 222-1090, e-mail: honore.mondomobe@dfait-maeci.gc.ca, Web site: www.infoexport.gc.ca/m/index.htm.

Educ-Canada 2004 in the Middle East

Libya — September 25-26; **Egypt** — September 28-30; **United Arab Emirates** — October 3 and 6; **Tunisia** — October 4-5, 2004 — Once again, the Canadian missions in Tripoli, Cairo, Abu Dhabi, Tunis and Dubai are organizing a series of education fairs entitled **Educ-Canada 2004** to take advantage of the demand for Canadian education in the Middle East. Last year's event saw the participation of 27 Canadian educational institutions, together with the creation of a number of important partnerships with various Middle East establishments. Institutions interested in participating in the third annual **Middle East Education Caravan** should contact each of the missions directly no later than **August 15, 2004**.

For more information, contact Tripoli at david.viveash@dfait-maeci.gc.ca, Cairo at tarek.meguid@dfait-maeci.gc.ca, the U.A.E at margaret.hogan@dfait-maeci.gc.ca or Tunis at denys.laliberte@dfait-maeci.gc.ca.

Anaerobic digestion

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mitigation and sustainability, as well as to the cost-effectiveness of and environmental criteria for implementing anaerobic treatment systems. The aim of the AD10-2004 is to bring together researchers, industrial designers, contractors, users and government authorities to discuss the fundamentals, application and promotion of anaerobic bioconversion processes.

For more information, contact Marie Lanouette, National Research Council of Canada, tel.: (613) 993-0414, fax: (613) 993-7250, e-mail: ad10.2004@nrc-cnrc.gc.ca.

GITEX

Dubai, United Arab Emirates — October 3-7, 2004 — Since its inauguration over 23 years ago, **GITEX** has reflected the importance and phenomenal growth of the information and communications technology industry in the Middle East and North Africa. Providing a gateway to this region, it serves as the leading event for over 2,000 exhibitors from more than 60 countries and over 70,000 trade visitors from across the globe.

For more information, contact Fouad Raymond Soueid, Senior Commercial Officer, Canadian Consulate in Dubai, tel.: (011-971-4) 314-5505, e-mail: fouad.soueid@dfait-maeci.gc.ca, Web site: www.infoexport.gc.ca/ae, or Venky Rao (organizer's representive), tel.: (905) 896-7815, Web site: www.GITEX.com.

AEROSPACE & DEFENCE

Doha, Qatar — October 4-6, 2004 — **Milipol** is the leading international exhibition of law enforcement and defence equipment, industrial site security and civil defence. **For more information**, contact George Sanderson, Commercial Counsellor, Canadian Embassy in Kuwait, tel.: (011-965) 256-3025, e-mail: george.sanderson@dfait-maeci.gc.ca, Web site: www.milipol.com.

AGRICULTURE & AGRI-FOOD

Washington, D.C. — October 15-17, 2004 — **BioFach America 2004** is the leading organic trade fair in the U.S. and reaches the largest organic buying audience in North America. **For more information**, contact Unilink Trade Fairs, tel.: (613) 549-0404, fax: (613) 549-2528, e-mail: dc@unilinkfairs.com, Web site: www.unilinkfairs.com/cp/biofacham04.

CHEMICALS

Dubai, U.A.E. — September 14-16, 2004 — **Chemtex and Corrosion Middle East 2004** is the Middle East's only international trade show for the chemical, petrochemical, chemical process technology, corrosion control and management industries. **For more information**, contact Venky Rao (organizer's representative), tel.: (905) 896 7815, Web site: www.chemtexmiddleeast.com.

CONSUMER PRODUCTS

Dubai, U.A.E. — September 7-9, 2004 — **Sportex Middle East** is an international exhibition for the sports and leisure industry. This event attracts high-end traders from over 20 countries in the Middle East, Asia, Africa and the Community of Independent States. **For more information**, contact Venky Rao (organizer's representative), tel.: (905) 896-7815, e-mail: venkyrao@rogers.com, Web site: www.sportexmiddleeast.com.

Dubai, U.A.E. — September 19-22, 2004 — **Gulf Print 2004** offers an opportunity to the printing and publishing technology sector to showcase the latest innovations in machinery, flexographic printing, prepress, consumables and desktop publishing. **For more information**, contact Venky Rao (organizer's representative), tel.: (905) 896-7815, Web site: www.gulfprint.info.

Ho Chi Minh City, Vietnam — September 29-October 3, 2004 — **Ho Chi Minh City International Furniture and Handicrafts Fair 2004** will be the largest professional show in Vietnam focusing on wood and furniture manufacturing, as well as on tracitional handicrafts. **For more information**, contact the Commercial Section of the Canadian Consulate General in Ho Chi Minh City, tel.: (011-84-8) 827-9899, fax: (011-84-8) 827-9935, e-mail: hochi-td@dfait-maeci.gc.ca.

Helsinki, Finland — October 12-15, 2004 — **PacTec 2004** is the leading packaging and materials handling event in the Nordic countries. **For more information**, contact Ritva Becker, Exhibition Manager, tel.: (011-358-9) 150-9211, e-mail: ritva.becker@finnexpo.fi, Web site: www.finnexpo.fi, or contact the Canadian Embassy in Oslo, e-mail: oslo-td@dfait-maeci.gc.ca.

ENVIRONMENTAL INDUSTRIES

Sydney, Australia — September 5-9, 2004 — The theme at this year's **World Energy Congress** is "Delivering Sustainability: Opportunities and Challenges for the Energy Industry," moving the debate beyond expressions of concern about sustainability. **For more information**, contact Robert Gow, Commercial Officer, Canadian Embassy in Sydney, e-mail: robert.gow@dfait-maeci.gc.ca.

ICT

Karachi, Pakistan — August 9-11, 2004 — **ITCN ASIA 2004** is a showcase for the region's leading information technology companies. **For more information**, contact the Consulate General of Pakistan in Montreal, tel.: (514) 845-2297, fax: (514) 845-1354, e-mail: parepmontreal@sprint.ca, Web site: www.itcnasia.com.

MULTI-SECTOR

Ulaanbaatar, Mongolia — September 7-11, 2004 — The **International Autumn Trade Fair** gives foreign companies the opportunity to display their products and services to Mongolian consumers. **For more information**, visit www.mongoliamarket.mn, www.mongolchamber.mn or www.mongolembassy.org. ♣

Enquiries Service

International Trade Canada's and Foreign Affairs Canada's Enquiries Service provides counselling, publications and referral services to Canadian exporters. Trade-related information can be obtained by calling **1-800-267-8376** (Ottawa region: **(613) 944-4000**) or by fax at **(613) 996-9709**; or Web site: **www.dfait-maeci.gc.ca**.

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